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Press release

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2013 results: Messe München achieves record results and moves into 2nd place in Germany

- Group sales increase to EUR 353 million
- Main shareholders City of Munich and State of Bavaria receive EUR 37.0 million

Messe München International had the most successful fiscal year in the company's history in 2013. Group sales were EUR 353 million, and for the first time ever it has moved into second place in the ranking of German organizers of trade shows and exhibitions.

Above all, the company's two main shareholders stand to profit particularly well from the company's record-breaking results: Messe München will pay EUR 37 million to its main shareholders, the City of Munich and the State of Bavaria, as interest on the shareholder loan for construction of the trade-fair center. Klaus Dittrich, Chairman and CEO: "We are particularly pleased to present a balance sheet that substantiates the successful economic development of the company so impressively for the 50th anniversary of Messe München GmbH."

Messe München GmbH generated a net profit for the fourth time in a row in 2013 and surpassed the EUR 300 million mark for the first time with sales of EUR 309.5 million. Group sales of the Messe München International, which also primarily include business generated by trade fairs abroad, were EUR 353 million. The EBITDA of Messe München GmbH was EUR 112.9 million (2012: EUR 66.7 million), which also set a new record and surpassed planned results by EUR 26.9 million. Given these results before interest, taxes and depreciation, Messe München GmbH is now ranked in first place in Germany. At EUR 37 million, the interest payment on the loan from the two main shareholders also reached an all-time high (2012: EUR 17.8 million). "Besides the company's domestic holdings such as Meplan and IMAG, its involvement in the trade-fair

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center in Shanghai also contributed to the unusually strong results," explains Reinhard Pfeiffer, Deputy CEO.

Dittrich adds: "Munich's significance as a trade-fair location experienced a genuine increase in 2013. We set a number of new records in the number of exhibitors and visitors, and once again we grew at a more rapid pace than the German trade-fair sector in general." According to preliminary results, the number of exhibitors at events organized by Messe München increased just less than three percent compared to last time that the same events were held, which is considerably higher than the German market in general (up 1%). At nearly ten percent, the number of participants from abroad was disproportionately high compared to other German trade-fair corporations (up 2%). Messe München also reported a considerable increase in the number of visitors, which was up by 8.5 percent.

Several trade-fair highlights helped the company to achieve its best results ever in 2013: Besides annual guarantees of success such as ISPO, EXPO REAL and f.re.e, among other events, BAU, drinktec, productronica and of course bauma—the largest trade-fair in the world with regard to space—all took place at the Messe München trade-fair center. The spin-off event bauma Africa in Johannesburg, which was also in 2013, marks the first time in the company's history that Messe München has taken a major trade fair to the African continent. IFAT India in Mumbai also celebrated a successful premiere last year.

Messe München has also had several of its own trade-fair highlights in 2014. In May, IFAT—the second largest event in Munich with regard to space—greeted an enthusiastic audience of more than 135,000 international trade visitors. AUTOMATICA was also extremely popular among industry representatives. In keeping with its four-year rhythm, INTERFORST takes place this July, and electronica will celebrate its 50-year anniversary in November.

Messe München's foreign trade-fair business opened with ISPO Beijing at the beginning of the year, which was followed by IE expo, the Chinese spin-off of IFAT. During the course of the year, bauma China, bc India and a number of

new events will follow. Events that have celebrated successful premieres include Seismic Safety in Turkey, Indian ceramics, and food & drink technology Africa. Another premiere is scheduled for August: That is when Messe München will address the emerging Chinese middle class with a new trade fair for musical instrument in Peking.

Dittrich sums up: "Our decades of knowledge of markets where we, as a group, seize business opportunities with resolve and corporate management that is oriented to efficiency and growth will continue to contribute significantly to good economic performance in 2014."

Messe München International

Messe München International is one of the world's leading trade show companies. In Munich alone it organizes around 40 trade shows for capital and consumer goods, and key high tech industries. Each year more than 30,000 exhibitors and around two million visitors take part in the events held at the Messe München exhibition center, the ICM – International Congress Center München, and in the MOC Veranstaltungszentrum München. The leading international trade fairs of Messe München International are all independently audited.

In addition, Messe München International organizes trade shows in China, India, Turkey and South Africa. With a combination of affiliates abroad – in Europe, Asia and in Africa – and over 60 foreign representatives actively serving over 100 countries, Messe München International has a worldwide business network. The Group also takes a pioneering role as regards sustainability: It is the first trade-fair company to be awarded energy-efficiency certification from the technical inspection authorities TÜV SÜD.